

## Message Text

UNCLASSIFIED

PAGE 01 BONN 11699 261733Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----046241 262046Z /63

R 261726Z JUN 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 9691  
AMCONSUL FRANKFURT

UNCLAS BONN 11699

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - NORTHERN COUNTIES LUMBER, INC.,  
UPPERVILLE, VIRGINIA.

DESPITE EXTENSIVE CANVASSING THE FOREIGN SERVICE POSTS  
COULD NOT LOCATE ANY INTERESTED GERMAN COMPANIES.

AMCONSUL FRANKFURT COMMENT: ACCORDING TO RELIABLE  
TRADE SOURCES, THE MOST IMPORTANT REQUIREMENTS TO BE  
MET PRIOR TO THE SALE OF WOODEN HOUSES OF ANY KIND IN  
WEST GERMANY ARE THOSE OF SAFETY AGAINST FIRE, INSULA-  
TION AGAINST COAL/HEAT AND AGAINST NOISE (DIN STANDARDS  
NOS. 4102, 4108, 4109), AND CONSTRUCTION AND DESIGN  
STANDARDS UNDER DIN NO. 1052. THE DIN STANDARDS ARE  
AVAILABLE FROM BEUTH VERTRIEB GMBH, 5000 COLOGNE,  
KAMEKER STR. 2. MANUFACTURERS OUTSIDE WEST GERMANY MAY  
ALSO WANT TO HAVE THEIR EQUIPMENT APPROVED, PRIOR TO  
SHIPMENT, AT THEIR WORKS BY A CERTIFIED TEST  
ENGINEER (SACHVERSTAENDIGER) FROM THE BUNDESVERBAND  
MONTAGEBAU UND HOLZHAEUER E.V., D-2000 HAMBURG-11,  
GROSSER BURSTAH 42. LEADING COMPETITORS FROM NORDIC  
COUNTRIES, WHO SUCCESSFULLY PASSED THESE TESTS  
AND MET THESE REQUIREMENTS HAVE SET UP THEIR OWN  
DISTRIBUTION/SALES OUTLETS ALL OVER WEST GERMANY FROM  
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WHERE THEY SUPPLY THE DOMESTIC MARKET. RELIABLE  
TRADE LEADS CONTACTED IN OUR DISTRICT HAVE SHOWN NO  
INTEREST IN THE OFFER OF THE U.S. COMPANY, FOR  
APPARENT LACK OF APPROVAL UNDER DIN STANDARDS.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 26 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BONN11699  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780265-0360  
**Format:** TEL  
**From:** BONN  
**Handling Restrictions:** n/a  
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**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** ADS REQUEST - NORTHERN COUNTIES LUMBER, INC., UPPERVILLE, VIRGINIA. DESPITE EXTENSIVE CANVASSING THE FOREIGN SERVICE P  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkgvkey:** odb://SAS/SAS.dbo.SAS\_Docs/37291782-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
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